

**WE ARE HELPING COMPANIES
GROW INTERNATIONALLY!**

SAEI

The Slovak Association of
Exporters and Importers





WELCOME

SAEI



Key facts & figures

Country profile
Geography
Macroeconomic overview
Industries
Human capital



How can SAEI help you?

Basic information
Vision
Activities



Members of SAEI

BDO
bnt attorneys in CEE
Balanced HR
investin.sk
IMG
Coface
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Tetras

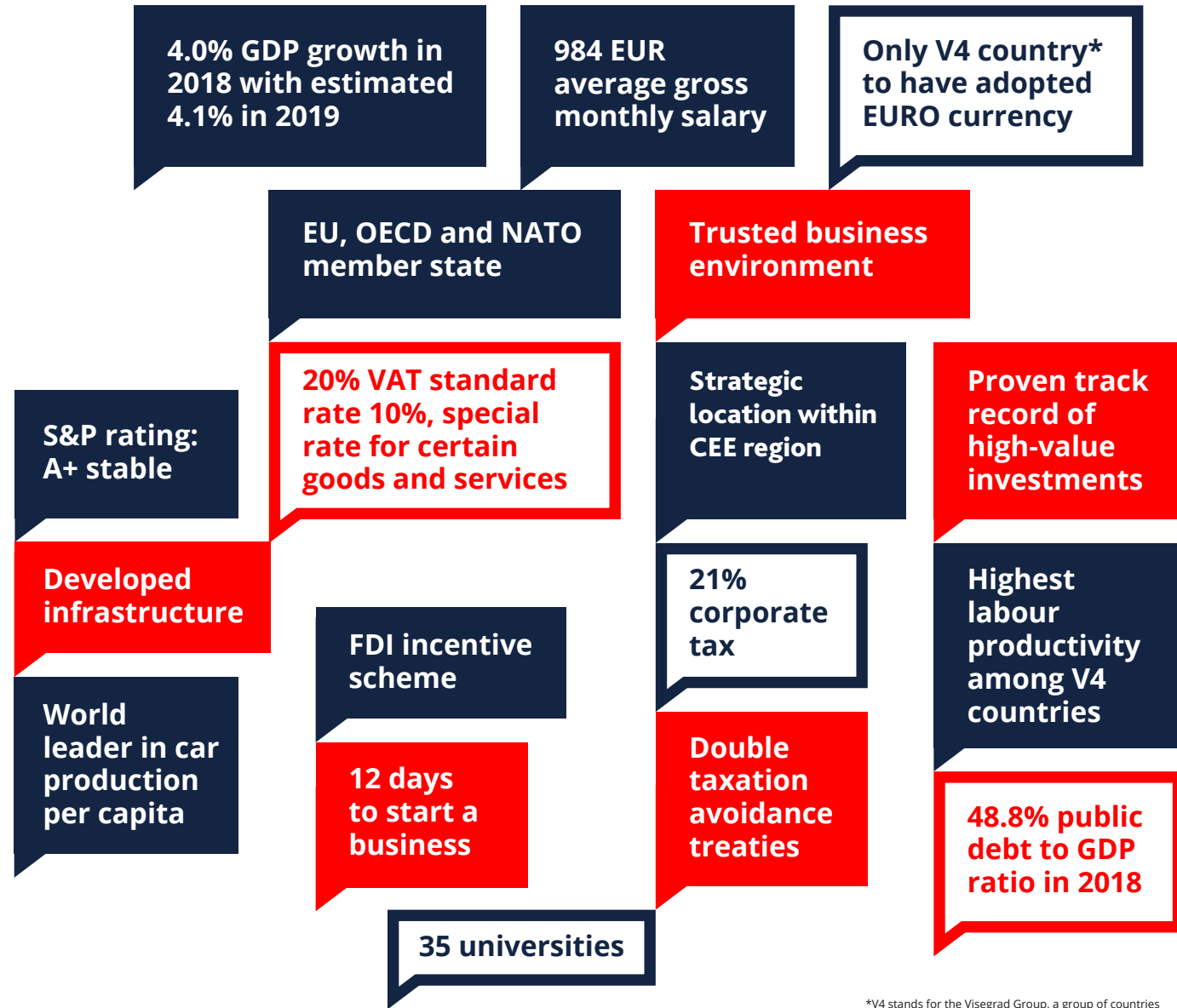


Dear Reader,
We are delighted that you chose this guide as a source of information for your potential business ventures in Slovakia. The guide has been carefully written with the assistance of BDO Slovak Republic to reflect the core aspects of the Slovak business environment. We hope that it will convince you about the immense opportunities our country has to offer. The Slovak Republic is a young country, strategically situated in the heart of Europe. It has a population of 5.5 million inhabitants. Slovakia is a member state of the European Union, Euro Zone, Schengen Area, The United Nations, OECD and WTO. It takes extraordinary vision and courage to explore opportunities outside your comfort zone. We believe in the power of great ideas – the building blocks of success stories of today. However, in order to develop ideas into real business, one needs the talent, skill and expert knowledge of specialized professionals. The Slovak Association of Exporters and Importers is a non-profit organization. Our members and associates are here to provide you with support in any way you need for doing business in Slovakia. This includes market research, setting up your presence in Slovakia, including company



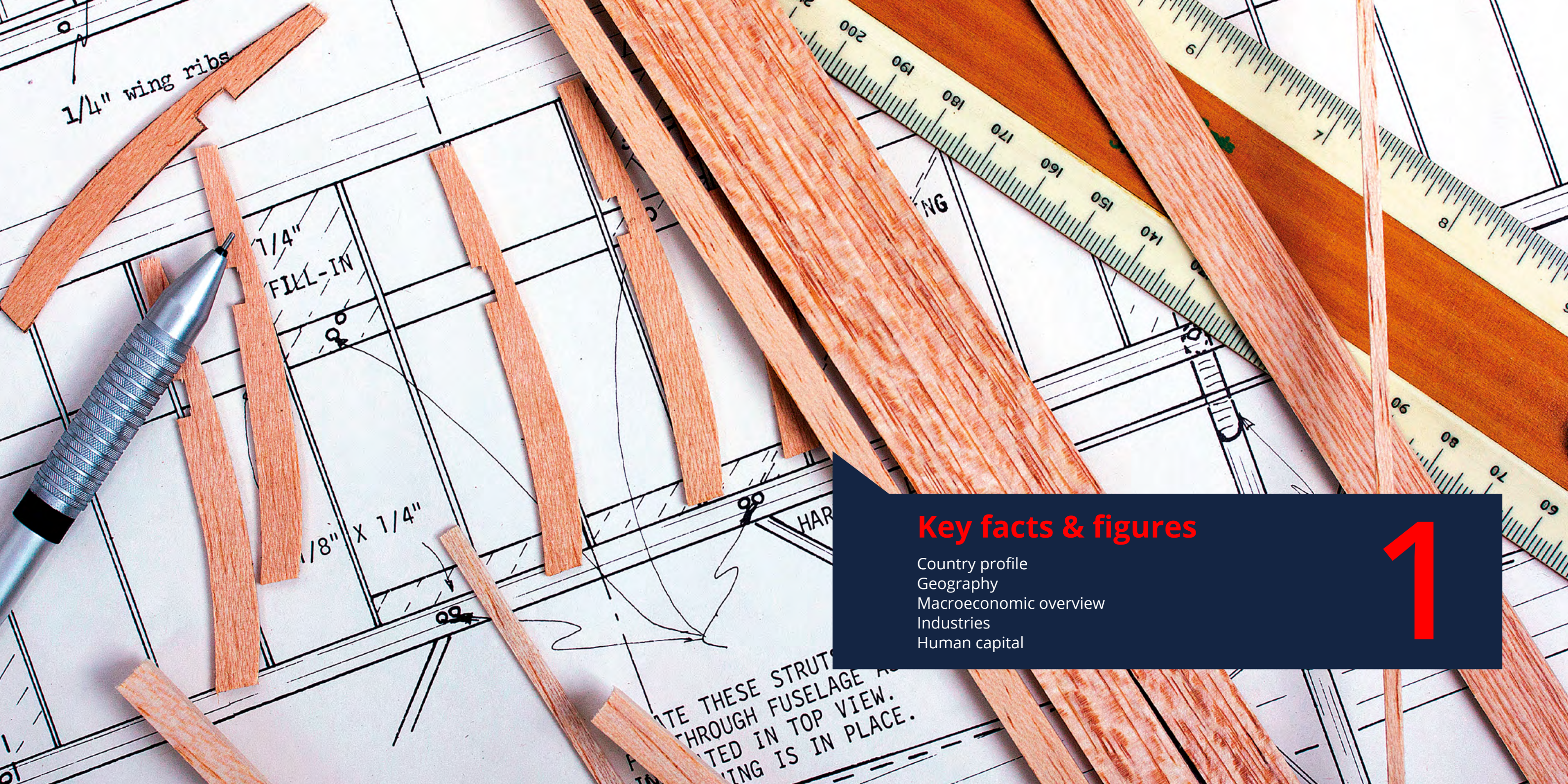
incorporation, taxes, accounting, legal issues, hiring employees, translation services, insurance, applying for incentives, banking, logistics and forwarding, finding an industrial or commercial property for your business, business partners search, M&A, JV, etc. Remember, what matters to you, matters to us. While the publication covers the relevant areas and care has been taken to ensure the accuracy, completeness and reliability of the content, it is not intended to provide the comprehensive information necessary to make investment decisions. If any of these issues spark your interest, please, do not hesitate to get in touch with our professionals at the Slovak Association of Exporters and Importers. We will be happy to tell you more about the opportunities in our home country.

Ernest Rakonczay
President
The Slovak Association of Exporters and Importers



*V4 stands for the Visegrad Group, a group of countries comprising Slovakia, Czech Republic, Poland and Hungary.





Key facts & figures

Country profile
Geography
Macroeconomic overview
Industries
Human capital

1



Country profile

Slovak Republic is undoubtedly one of the most attractive investment destinations in Europe. Once nicknamed the Tatra Tiger, Slovakia reaps the benefits of strong underlying fundamentals, such as its highly skilled and educated workforce, well developed infrastructure and political stability.

DID YOU KNOW?

The staff of Slovak and Slovenian embassies meet once a month to exchange the wrongly-addressed mail.

KEY FACTS & FIGURES

General

Official name: Slovak Republic

Area: 49,036 km²

Time zone: GMT + 1

Currency: EUR

Official language: Slovak

People

Population: 5.443 million

Active workforce: 2.754 million

Birth rate: 1.07 per 1,000 people per year

Average gross monthly salary: 984 EUR

Retirement age: 62,5 years

International Organizations Membership

European Union

Euro Area

Schengen Area, V4

OECD, WTO, NATO, and others

Political Situation

Type of government: Parliamentary democracy

Electoral system: Proportional representation

Source: Statistical office of the Slovak Republic



Geography

Slovak Republic is situated in Central Europe, bordered by five countries – Hungary, Ukraine, Poland, Austria and the Czech Republic. Slovak cities are in close proximity to other internationally recognised hubs, such as Vienna, Budapest, Prague or Krakow, which only further underlines the favourability of the central location, offering access to 350 million customers within a 1,000 km radius. It is easily accessible by air, having two main international airports in Bratislava and Košice and another three global hubs in Vienna and Budapest accessible within two hours and Prague within four hours from the capital city.

Mobile services	Mobile Network Coverage		Data Connection	
Provider	Population	Popul. 4G	Download	Upload
Orange	99.8%	92.4%	225 Mbps	50 Mbps
Slovak Telekom	99.0%	93.6%	375 Mbps	50 Mbps
O ₂	98.0%	95.2%	73 Mbps	25 Mbps
4ka	99.0%	70.0%	50 Mbps	10 Mbps

Source: Orange, Slovak Telekom, O₂, 4ka

DID YOU KNOW?

Slovakia is home to one of Europe’s most beautiful towns. Vlkolínec is one of the 30 most beautiful towns in Europe.

KEY FACTS & FIGURES



- Existing highway
- Highway in construction
- Planned highway
- Expressway
- Planned expressway
- Main railway
- Airport



Macroeconomic overview

- Comprehensive structural reforms of the tax, labour, pensions and healthcare systems and an overall decentralization of powers in past years.
- Membership in the Eurozone since 2009.
- One of the strongest rebounds in terms of GDP growth in the regions after the 2008 crisis.
- Higher levels of unemployment as compared to the situation in the Eurozone which indicates a potential for growth without the upward pressure on wages.

S&P
A+ stable

Moody's
A2 positive

Fitch
A+

Macroeconomic indicators for Slovakia	2016	2017	2018	2019f	2020f
GDP growth (% , yoy)	3,3%	3,2%	4,0%	4,1%	3,5%
Inflation (% , yoy)	-0,5%	1,4%	2,6%	2,6%	2,4%
Unemployment (%)	9,7%	8,1%	6,9%	6,3%	6,0%
Deficit (% of GDP)	-2,2%	-0,8%	-0,6%	-0,3%	-0,1%
Gross public debt (% of GDP)	51,8%	50,9%	48,8%	46,4%	44,2%
Current account (% of GDP)	0,4%	-0,2%	0,0%	1,2%	2,1%

f = forecasted, source: Eurostat

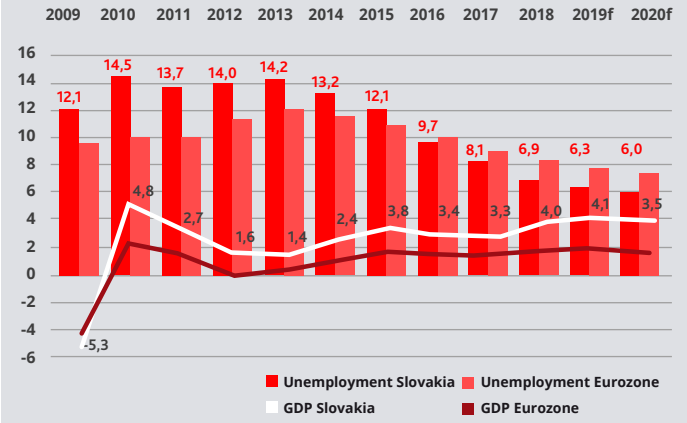
KEY FACTS & FIGURES

Ease of doing business

Based on the World Bank report on the ease of business, in 2019, Slovakia ranked number 42 in the world. In terms of comparable countries in the region, this year it was only surpassed by Poland and Czech Republic. Slovakia was the regional leader in the ranking in years 2008 to 2013. The factors considered by the World Bank as measures of the index include:

- the political and institutional environment,
- macroeconomic stability, market potential,
- private entrepreneurship support,
- taxation system,
- access to financing, contract enforcement,
- the starting and closing of a business,
- labour market characteristics, and
- infrastructure quality.

Historical and forecasted GDP growth and unemployment (%)



Source: Eurostat

DID YOU KNOW?

Slovakia and the CEE region offer foreign companies a number of advantages. Development of business relationships within the European Union are easy due the close geographical proximity, with good access through a number of budget airlines, meaning business here is especially ideal for SMEs on tight budgets. The European Union funded infrastructure, energy, and innovation projects have also created opportunities, and it currently has a far lower market penetration in comparison with West European markets. The Slovak workforce is highly skilled. The main foreign languages spoken are English and German. Hourly labour costs in Slovakia are more than 3 times lower than in Germany.



Industries

- Tradition of electrical and chemical engineering, wood-processing and food industry.
- Industry is currently undergoing a phase of rapid growth, which is attributable to the favourable business environment and a supply of foreign investors.
- Slovakia is one of the world leaders in the automotive industry with four well-known car manufacturers PSA Peugeot Citroën (in Trnava), KIA Motors & Hyundai Mobis (in Žilina), Volkswagen (in Bratislava) and Jaguar Land Rover (in Nitra) produce their cars in our country.
- In 2015, the Slovak automotive industry reached production levels of more than a million cars per year.
- Slovakia maintains the position of a world leader in the indicator of car production per capita.
- Electrical engineering is now the second largest industry as well as the second largest employer.
- LCD panels are the key article and they are produced by companies such as Samsung, Foxconn, AU Optronics or UMC.

Recent attractive sectors

- Strong interest of international companies in relocating and centralising their business services to the region of Central and Eastern Europe (CEE) with shared services sector becoming one of the key sectors in Slovakia, employing more than 30,000 people.
- Bratislava stands as an important IT cluster in the CEE region, being home to internationally recognised IT companies such as ESET or Sygic.
- Bratislava also provides vital conditions for numerous local start-ups with many of them rising to international prominence (sli.do for instance).

DID YOU KNOW?
Slovakia is by far the global leader in car production per 1,000 inhabitants.

KEY FACTS & FIGURES

Factors adding up to the attractiveness of Slovakia

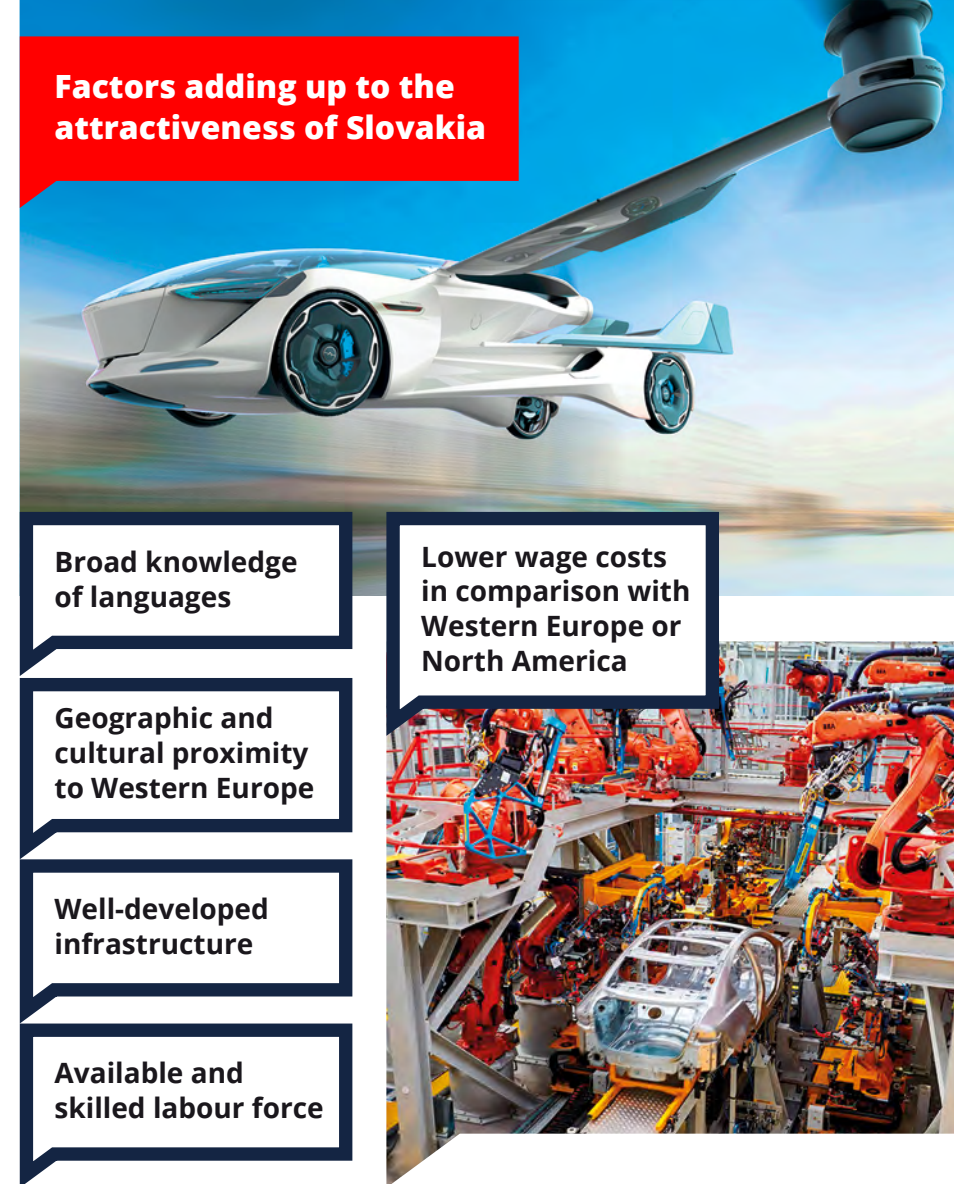
Broad knowledge of languages

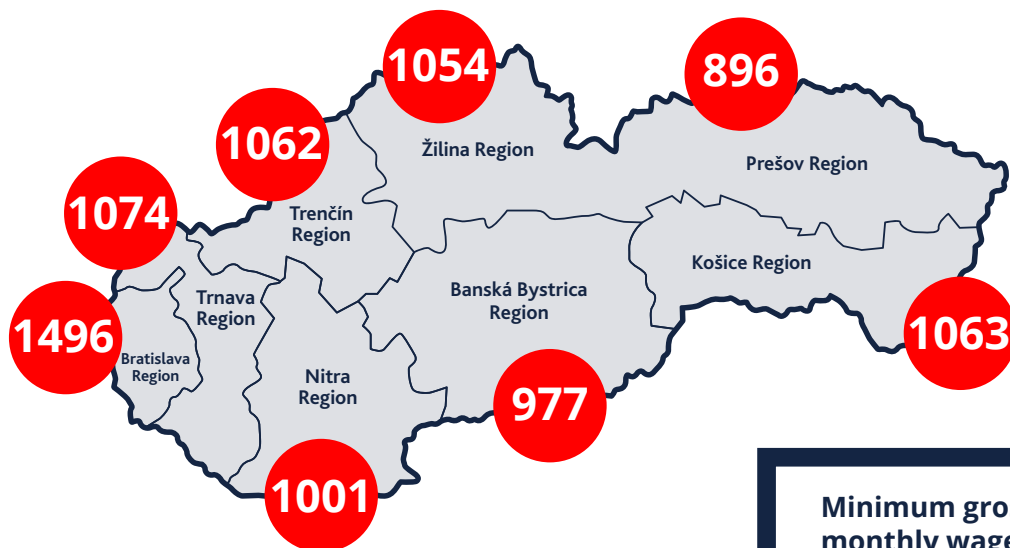
Geographic and cultural proximity to Western Europe

Well-developed infrastructure

Available and skilled labour force

Lower wage costs in comparison with Western Europe or North America





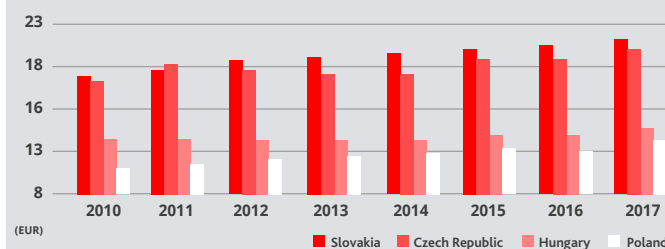
Average gross monthly wages in Slovak regions

Source: Statistical office of the Slovak Republic

Human capital

- Qualified and relatively inexpensive labour force is Slovakia's greatest asset.
- The gross minimum wage as stipulated by the law, which translates to 2.99 EUR per hour worked.
- The social security contributions by the employer amount to 35.2% with a cap for social contribution at a maximum base of 6,678 EUR.
- Slovakia is the regional leader (among V4 countries) in terms of labour productivity per hour worked.*

Labour productivity per hour worked



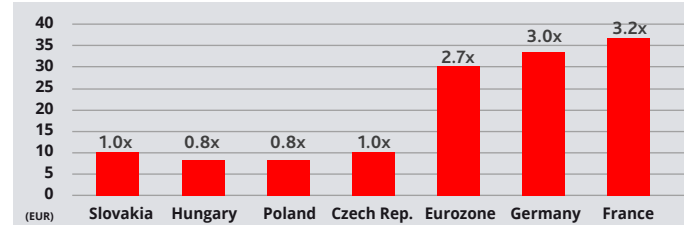
* Productivity is calculated as real output (adjusted GDP) per unit of input (total number of hours worked)

Minimum gross monthly wage excluding social and health contributions is 520 EUR.

Average gross monthly wage excluding social and health contributions is 984 EUR.

- Slovakia is also competitive on the cost of labour frontier, where it offers potential investors significant savings in terms of labour expenses when compared to western Europe.

Average labour costs per hour in EUR in 2017 expressed as a multiple of Slovakia



Source: Eurostat



KEY FACTS & FIGURES

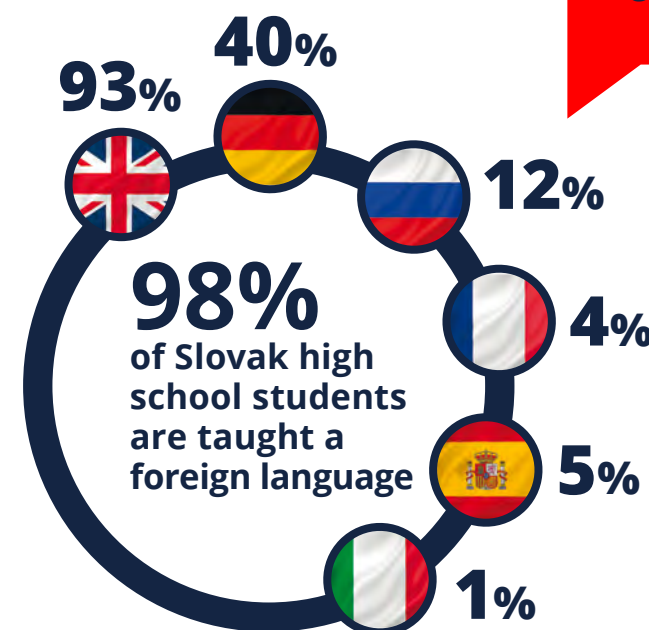
Slovakia is one of the most highly skilled and educated country in the region.

Education

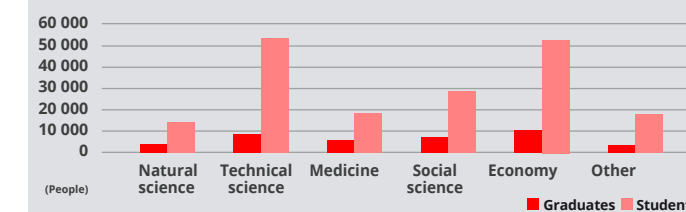
In order to receive a high school diploma (so-called Maturita), there is a mandatory foreign language exam on the internationally recognised level B2.

91.4% proportion of adult population with upper secondary education (4th rank in EU)

There are **35** universities in Slovakia



University attendance structure



Source: Statistical office of the Slovak Republic



How can SAEI help you?

Basic information
Vision
Activities

2

HOW CAN SAEI HELP YOU?

SAEI will provide solutions and assistance for your business in Slovakia.

Basic information

The Slovak Association of Exporters and Importers (SAEI) was registered at the Ministry of Interior of the Slovak Republic in December 2015. In a relatively short time, our non-profit organization was able to put together enthusiastic and skilled individuals and the top business service providers from Slovakia. We support small and medium enterprises but also larger companies in doing business and investment in our region. During our existence, we have provided support to hundreds of companies in getting in touch with Slovak businesses. We have assisted dozens of foreign companies interested in investing or doing business in Slovakia.

Vision

SAEI encourages, promotes, advocates, educates and informs exporters and importers in order to facilitate, speed up, simplify and streamline their activities in foreign trade and thus lead to job

creation in Slovakia. SAEI uses the latest knowledge and tools in the international trade and the extended experience of its members in international business and investment. SAEI cooperates with individuals, international organizations and organizations supporting foreign trade and investments.

Activities

We help companies to find new opportunities in international trade by using modern tools for the development of export, import and investments. Our members provide comprehensive information and professional business services for doing business in Slovakia. Technology is changing the world. Anyone knows that presence and promotion on the internet is a necessity. Customers around the world are always online. It has never been easier to find clients, buyers and suppliers for your company and products. The portals presented below help to automate these processes.

slovakexporter.com – enables Slovak firms to introduce their export offer in a structured way in one place in English. Our intention is to expand the circle of people interested in Slovak companies and their products. The portal **slovakexporter.com** helps Slovak companies to reach new markets, to reduce marketing costs and to reach customers abroad.

slovaktrade.sk – allows us to present opportunities and our not-for-profit organization to foreign companies and investors and to introduce conditions and our support for doing business and investment in the Slovak Republic.

slovenskyexporter.sk – is the online newspaper for

export; it functions as an information tool for international trade. This internet newspaper provides information on international tenders, exports, imports, events, trade missions, cooperation, trade fairs and exhibitions in Slovakia and abroad.

investin.sk – presents Slovak commercial and investment opportunities in English. The process to find businesses, commercial real estate and an investment project for sale is often exhausting and time-consuming. The portal **investin.sk** provides an international platform and an exclusive tool for the promotion of Slovak investment and commercial opportunities.

Members

Our members and associates are well-connected and highly skilled professionals you need for investing, starting and doing business in Slovakia. Our members and associates will assist you with entering the Slovak market, including company incorporation, taxes, accounting, legal issues,



hiring employees, insurance, applying for incentives, banking, forwarding, commercial properties search, business partners search, M&A, JV, intermediary services, etc. We will locate a Slovak company on your behalf, to meet your requirements. We will assist by opening up a route into the Slovak and European market for you through Slovak companies and we will find an industrial or commercial property for your business in Slovakia. Your inquiry will be delivered to Slovak companies – manufacturers, wholesalers, retailers or agents who are able to satisfy it.

DID YOU KNOW?
Did you know that **25% of all company bankruptcies are due to unpaid invoices?**



Members of SAEI

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Balanced HR

investin.sk
Coface
ARRS Forwarding

3

MEMBERS

BDO

The world's fifth largest accounting and consulting network.

History

Since our founding in 1963, the BDO story has been one of continuous response to our clients' and our people's ever-changing needs. Our history is relevant today because our clients value the continuity and stability of a network that has been developed so successfully over more than fifty turbulent years. Equally, our partners and staff know that they are working for a well-established organisation that is built upon clear values and a successful past.

Basic information

We're proud that in the subsequent 50+ years, BDO has grown into a US\$8 billion+ business, with almost 74 thousand people working with our clients and offering challenging, ethical and practical advice from 1,500 offices in over 160 countries. BDO's distinctive reputation for building excellent relationships with our clients is built upon our commitment to all our stakeholders: what matters to them, matters to us.

We remain focused on helping our clients worldwide navigate the ever-changing economic and market conditions by providing high quality advice and service on a consistent basis. BDO Slovak Republic and our entire team of 60 partners and professional staff, all based in Bratislava, is committed to provide seamless, integrated as well as value-added assurance, accounting, taxation and advisory services to all our clients regardless of their size or origin.

Always close to your business

BDO Slovak Republic can help potential investors mainly in

In general, the eastern and southernmost regions suffer from higher unemployment and therefore in these regions investors may qualify for the maximum intensity of investment aid which currently represents 35%.

the following areas: state aid advisory, audit of regular investment reports prepared for various state aid providers, M&A, financing, valuations, feasibility studies, searching for investment opportunities, China desk, etc.

Services

Our wide range of other services includes audit & assurance, tax services & outsourcing as well as business consulting. We are committed to providing all our clients with comprehensive and independent services.

Audit & assurance

Our basic approach to auditing is focused primarily on understanding the client's business in a wider context, as focusing only on partial processes or individual controls may result in oversight of actual business risks. We provide a wide range of audit and assurance services:

- Audit of individual and consolidated financial statements prepared in accordance with local GAAP or IFRS
- Audit or review of information packages prepared for

- Annual report compliance audits
- Other assurance services

Tax advisory

Our goal is to provide effective strategies aimed at not only optimizing the tax position of a taxpayer or identifying innovative tax planning ideas but also maintaining tax compliance obligations.

We provide a wide range of tax advisory services:

- Corporate & international taxation
- Corporate tax compliance
- Individual taxation

Business services & outsourcing

The focus of our BSO department is to help our clients optimize performance of their non-core but still important business activities. We provide a wide range of services:

- Accounting & Payroll
- Reporting
- BPO
- Secretarial services

Consulting

Our expertise is multifaceted. BDO consulting provides high-level strategic guidance to clients when the stakes – and the scrutiny – are highest. Our advisers take a personal approach and offer tailor-made solutions. Our scale and structure allow us to provide a full spectrum of consulting services for your current and future business operations. We provide a wide range of business consulting services:

- Corporate finance
- Transaction advisory
- Public sector advisory
- Initial Coin Offering (ICO)
- China desk



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MEMBERS

bnt attorneys in CEE

One of the leading international business law firms in Central and Eastern Europe.

Basic information

Our economic region at the heart of Europe is dynamic and diverse culturally, linguistically and in its legal systems. That's what we exist for. At bnt we think and act: close. straight. forward. We are close to the market, providing straight advice to help you move forward. In the heart of Bratislava, a vibrant city on the banks of the Danube, we opened one of our first offices in Central and Eastern Europe in 2003. Today the office employs approximately 20 people, and is headed by 4 partners.

Vision/Strategy

With us clients have a home advantage. Companies who want to succeed in Central and Eastern Europe will need a partner who has truly in-depth knowledge and understanding of the region, its culture and its legal systems. Since our formation we have operated with our own international teams of experienced lawyers directly on location, a fact which gives us a clear home advantage.

Activities

bnt Bratislava, Slovakia can help potential clients mainly in the following areas: Corporate and M&A, Employment, Real Estate, Insolvency and Restructuring, Life Sciences & Pharma, Dispute Resolution.

Services

Corporate and M&A

Company mergers and acquisitions are complex tasks. Our

When establishing a company think also about your scope of business. In case of a licensed trade a so- called “responsible representative” must meet statutory requirements, especially education and experience in the given field.

in-depth knowledge and many years of experience enable us to devise sustainable solutions for all parties. Practice areas:

- Corporate
- Mergers & Acquisitions
- Compliance
- Joint Ventures
- Privatisation
- Competition and anti-trust law

Employment

In employment law commercial considerations are not all that matters. We also take into account soft factors when making our recommendations. Practice areas:

- Business activities and employee deployment abroad
- Employment contracts, remuneration and retirement benefits
- Data protection
- Collective bargaining
- Termination of employment, mass redundancies

- Labour disputes
- Transfer of employees during M&A transactions

Real estate

From the initial idea to successful completion, we bring our commercial expertise to bear along the entire value chain of a real estate development securely, efficiently and precisely on the basis of the applicable national law. Practice areas:

- Commercial, manufacturing and service industry real estate users
- Private equity, institutional investors and funds
- Purchase & sale of individual properties and portfolios
- Construction contracts
- Planning & zoning, land use and building regulations
- Environmental law
- Greenfield investments
- Infrastructure
- Real estate management & leasing
- Restructuring real estate projects
- Energy installations and utilities

Insolvency and restructuring

Crises call for swift, decisive action. Thanks to our experience from numerous cases we provide clients with rapid, precise assistance. Practice areas:

- Pre-insolvency protection of creditors' rights
- Creating insolvency-remote collateral
- Representing creditors in insolvency proceedings
- Pre-insolvency debt restructuring
- Legal duties of company bodies and shareholders in crisis
- Capital maintenance regulations
- Mandatory regulations under tax/social security law
- Prerequisites and risks of de-facto management
- M&A of distressed companies

bnt attorneys
in CEE



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Balanced HR, s.r.o.

HR service provider

History

We have been active on the market since 2013. Our company was founded by enthusiastic people who had been experienced in the sphere of human resources for a long time. This means we have been able to combine excellent knowledge of the market and many years in the HR sector to create top performance and services in the fields of recruitment, executive search, headhunting, HR consultancy, training and development, and other recruitment solutions. Our company transformed these assets and success into a balanced portfolio of activities and services that guarantee benefits, valuable cooperation

and a strong partnership for all clients, employees, suppliers and partners. Our solutions help fulfil plans and visions of companies mainly in the spheres of automotive, production, IT and telecommunications, finances, retail, banks, insurance companies and others. Innovations, responsibility and complex services – these are the three pillars that Balanced HR was built on. Today, we have almost 30 employees and count among the TOP 10 HR companies in Slovakia.

Basic information

Supporting foreign investors that come to the Slovak market is our speciality. We offer primary labour force availability surveys, expected labour cost calculations for individual regions, complex recruitment outsourcing for all organisational structure jobs in emerging companies – from the general manager to production operators. Our company provides labour-law documents,

Come and benefit from the highly skilled labour force in any of the regions of Slovakia.

arranges salary administration and helps solve regular administrative operations via interim project managers or at one's own costs.

Activities

Besides seeking talent and recruiting, we also develop the cvmango.com project. This web app can help you find an appropriate applicant by using an open access database of checked applicants who have already completed personal interviews and are also recommended for specific jobs by our clients. The unique tool can save a lot of time, energy and costs related to candidate search when compared to other databases that contain only applicant CVs.

Key services

- Recruitment
- Executive search
- Personnel audit
- Outplacement
- Consulting
- Surveys (salary, competitive environment, satisfaction, employee benefits,...)
- Personnel leasing
- HR & payroll services
- Education and development
- cvmango.com



HUMAN RESOURCES SOLUTIONS



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MEMBERS

investin.sk

History

The web portal investin.sk was established in 2013 by two Slovak entrepreneurs as the unique source of investments and business opportunities in Slovakia supported by comprehensive business services. We are focusing mostly on business development, mergers & acquisitions projects, JV and on commercial & industrial real estate investments.

Basic information

Our partners and staff are able to provide full support for your business endeavour in Slovakia. Since our founding, we have provided support to hundreds of companies in getting in touch with Slovak businesses and have assisted dozens of foreign companies interested in investing or establishing a business in Slovakia. If you are looking for a commercial or industrial property, business to buy, or if you are looking to do business and at business development in Slovakia this is the right contact for you.

Vision/Strategy

We are proud that in a relatively short time we have established a reputation as a professional, reliable and flexible partner. Together with our partners and associates we can provide full range of high quality professional business services in Slovakia.

Key Services

Through our range of business services we can help you to grow and develop your business in Slovakia and internationally as well as discovering new opportunities,

finding suitable industrial or commercial property to rent or to buy, forming new strategic partnerships, finding suitable Slovak business partners or suppliers and bringing your products and services to the market.

Other services

Our wide range of other services includes market research, market entry services, feasibility studies, search for agents, distributors and business partners, search for products and suppliers, supporting development of distributors and dealers networks, start-up business services, localization, marketing and advertising, internationalization, international trade and import – export support as well as business consulting. We are committed to providing all our clients with comprehensive and independent services.

Business internationalization

We make your business expand in other countries, doing international market research and market prospection. Search for business partners, buyers, distributors, desired products or suppliers, business networking, B2B marketing services and advertising, offshore incorporation services, assistance in import and export.

Real estate services

Our goal is to help you to find a suitable industrial or commercial property, either as an investment or as an asset or for rent in Slovakia.

Business development

We will work with you to: understand the local market opportunities for your products and services. Identify government red-tape and regulations applicable to your products and services in Slovakia and the Czech Republic

and the European Union. Identify prospective customers and complete feasibility studies. Determine the potential local market value of your products and services. Identify and understand the strengths and weaknesses of your competitors. We provide you with the best pricing.

Online export

In order to stay current, an organization has to be present online. Soon it won't be enough to simply have a good multilingual website. You will have to stand out from the mass of information out there. Online exporting or e-Exporting is currently considered an effective way to expand sales abroad. On-line trading platforms are a cost-effective way for businesses to increase sales of their product range and geographical spread.

B2B online marketing

By using worldwide databases of companies and our market research capacities we are able to provide businesses with exposure to clients abroad by targeted online marketing, email marketing, telemarketing and direct marketing.

Business support services

We will assist you: to register a local branch office or establish a partnership, or assist in the incorporation of a Slovak/Czech company. Locate office space that satisfies your corporate image, costs and location needs and negotiate 'best terms' on your behalf, create a localized Slovak/Czech and/or international web presence and presentations. Identify potential business partners, distributors and agents, negotiate distribution agreements with them. Advise on recruitment, salary and benefits packages, assist with recruiting staff for the new entity, and provide support as required.

investin.sk



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MEMBERS

Coface

for trade – building business together

History

Coface was founded in France in 1946. Since its establishment and the gradual internationalization of its activities, we have contributed to increasing the performance and growth of companies around the world. In 2002, Coface started its activity in Slovakia by joining Intercredit Bratislava spol. s r.o., which has been active in the Slovak market since 1993 and offered business information, out-of-court and judicial collection. In 2007, Coface began providing its main product - credit insurance. To date, Coface is present in 99 countries worldwide, with the ability to provide coverage for its clients in about 200 countries.

Basic information

70 years of experience and the most finely meshed network have made Coface a reference in credit insurance, risk management and the global economy. With the ambition to become the most agile, global trade credit insurance partner in the industry, Coface's experts work to the beat of the world economy, supporting 50,000 clients in building successful, growing and dynamic businesses. The Coface Group's services and solutions protect and help companies take credit decisions to improve their ability to sell on both their domestic and export markets. In 2017, Coface employed approximately 4,100 people in 100 countries and registered turnover of €1.4 billion.



Activities

Coface is helping businesses take the right decisions. We are focused on the provision of services related to the management of receivables. We provide detailed sectoral and geographic risk analysis, the tools that really work to monitor and assess the risk of your partners. At the same time, we are focusing on providing advice and assistance to high-level professionals who cover the acquisition and provision of business partner information, credit insurance and debt collection.

Vision/Strategy

Our mission is to help companies throughout the world achieve their commercial ambitions, better control their profit and win market share by optimizing their credit cycle. This vision is supported by values that we all share:

- Client focus
- Expertise
- Courage and accountability
- Collaboration
- Integrity

Key services

Our company's key services include credit insurance. The products within this service that Coface offers to its clients are:

- **CofaceTradeLiner** – safeguards your cash-flow and is an effective tool to enhance your credit management...

bringing you peace of mind, financial stability and facilitating the healthy growth of your business. TradeLiner means continuous prevention and protection from the risk of non-payment of sales on your domestic and export markets, and sales of your subsidiaries.

- **CofaceTopLiner** – a complementary cover option for our TradeLiner customers. It is designed for situations where, for a given buyer, the insured company has received a guarantee with an amount which is less than that requested or no guarantee at all. The price depends on the risk assessment and the amount and duration of the requested cover.
- **CofaceEasyLiner** – is a credit insurance product for SME that generate turnover from from €300,000 up to €5,000,000. It protects you against non-payment in Slovakia and abroad. Insurance can be negotiated online.
- **CofaceGlobal Solutions** – product designed for large multinational accounts. With this system, your purchases are more cost-effective and your credit management policy is optimised in your subsidiaries.

Other services

- **Business information** – represent a comprehensive and flexible tool for managing credit risks. On their basis, you can assess your potential and existing business partners and divide them into individual categories based on a composite risk assessment indicator.
- **Debt collection** – the involvement of a third party accelerates the collection process. We concentrate on time-consuming and frustrating procedures, and this allows you to focus on your business. We offer out-of-court and judicial collection.

coface
FOR TRADE



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MEMBERS

ARRS Forwarding Ltd.

Private forwarding company situated in Banská Bystrica, in central Slovakia.

History

Our company has been active on the transport market for more than 28 years and currently primarily specialises in maritime and air transport worldwide. From the beginning, our intention has

been to connect people with their goods and different transport services. Up to the end of 2003 we were part of the Dutch international holding company with many branches in Europe and the USA. Since 2004, the company has exclusively been a Slovak legal entity and has operated under the current name ARRS forwarding Ltd., which reflects the main activities of Air, Road, Rail, Sea.



Basic information

We offer qualified and comprehensive services based on long-term knowledge of traffic and transport, because the shipment of goods is an integral part of international business that creates opportunities and improves lives. We try to contribute daily to better understanding the international traffic routes, new solutions in maritime and air transport worldwide.

Activities

We are ready to provide FCL and LCL shipments in overseas transport, as well as bulk cargo and oversized cargo. We are able to arrange the loading of cargo around the world and arrange transport to all the main sea ports and airports. For our clients we can arrange the insurance of cargo during transportation and the insurance policy is in the hands of our client immediately after loading their cargo onto containers. Our service knows no working hours, we are on-line all day and night. Our main partners in overseas business are the largest shipping companies in the world – MSC, Maersk Line, CMA CGM. Our services are highly rated and appreciated by clients who are starting out in the business and do not possess expertise when it comes to transport, and all the rules and conditions of international transport.

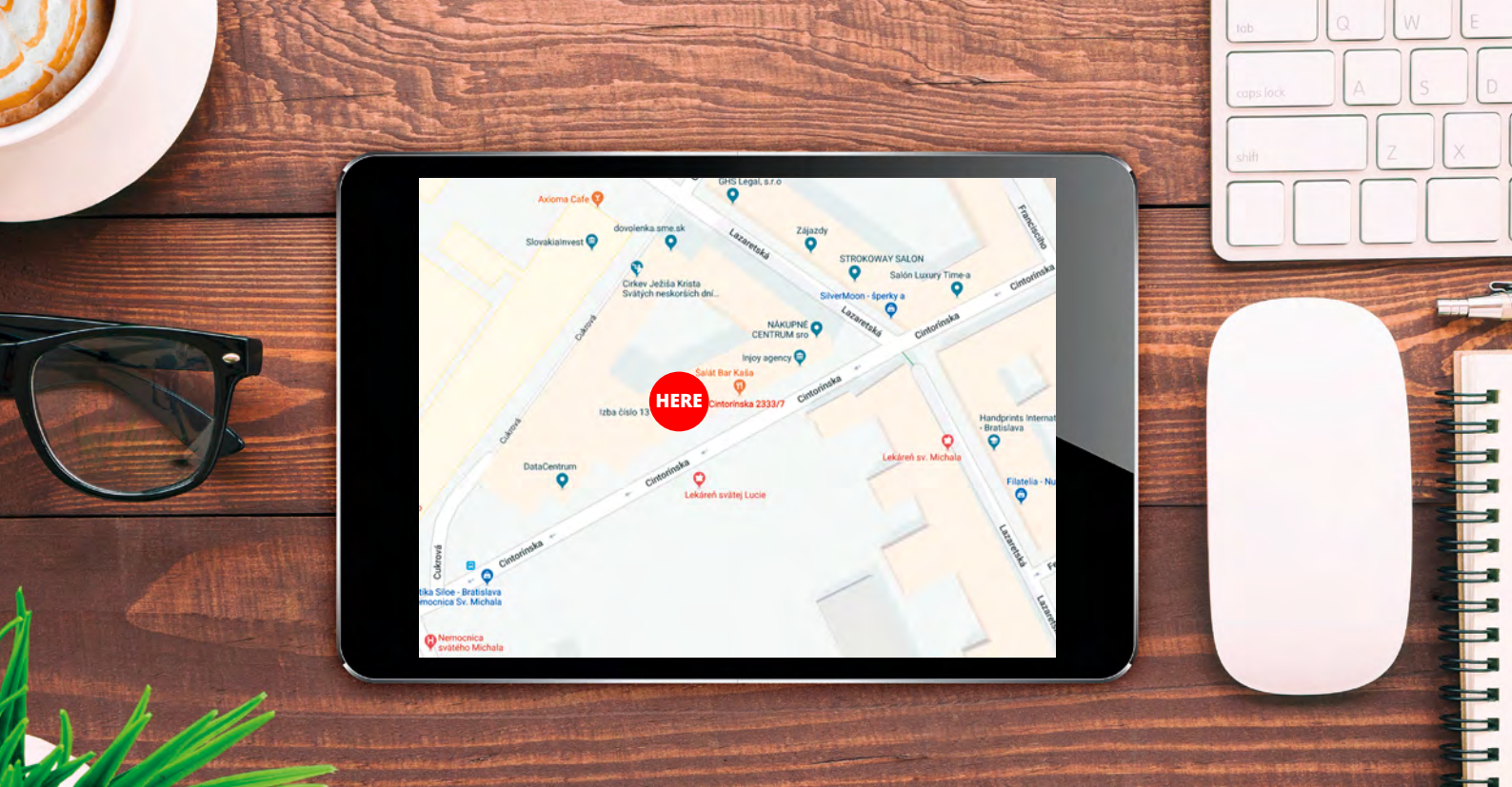
Vision/Strategy

The world is changing daily, as is transport, primarily with new maritime connections and endless changes in the requirements, possibilities and needs of our clients. In a time of huge development in transport means, we have to stay ahead with services, expertise and information.



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